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11/81

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981 Jan.-Sep.		1982	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	5,164	.88		
Alaska	514	.10	379	.07	578	.09	459	.08		
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	8,768	1.50		
Arkansas	3,873	.74	4,278	.74	5,058	.76	4,236	.72		
California	70,462	13.44	77,939	13.42	86,108	12.95	68,564	11.71		
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	11,301	1.93		
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	5,585	.95		
Delaware	1,213	.21	1,289	.22	1,308	.20	1,032	.18		
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28	1,563	.27		
Florida	28,390	5.41	32,362	5.57	40,716	6.12	36,145	6.17		
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	8,167	1.40		
Hawaii	1,104	.21	1,469	.25	1,450	.22	1,234	.21		
Idaho	2,829	.54	3,630	.63	4,001	.60	3,484	.60		
Illinois	24,728	4.71	23,813	4.10	28,519	4.29	24,756	4.23		
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	13,799	2.36		
Iowa	8,540	1.63	8,721	1.50	10,845	1.63	9,855	1.68		
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	6,504	1.11		
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	6,560	1.12		
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	6,485	1.11		
Maine	2,562	.49	3,083	.53	3,990	.60	2,868	.49		
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	7,641	1.31		
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	22,493	3.84		
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	24,763	4.23		
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	10,372	1.77		
Mississippi	2,713	.52	3,624	.62	3,890	.59	3,107	.53		
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	13,999	2.39		
Montana	1,767	.34	2,363	.41	3,340	.50	3,281	.56		
Nebraska	4,295	.82	4,762	.82	5,940	.89	6,351	1.08		
Nevada	1,625	.31	1,703	.29	1,966	.30	1,594	.27		
Sub Total	291,129	55.49	321,961	55.44	369,031	55.50	320,130	54.68		

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981 Jan.-Sep.		1982	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	1,737	.30		
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	10,853	1.86		
New Mexico	2,238	.43	2,315	.40	2,902	.44	2,915	.50		
New York	31,504	6.01	33,297	5.73	36,938	5.55	29,743	5.08		
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	7,030	1.20		
North Dakota	2,032	.39	2,549	.44	3,140	.47	2,595	.44		
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	20,308	3.47		
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	7,622	1.30		
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	14,466	2.47		
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97	34,859	5.96		
Rhode Island	2,875	.55	3,006	.52	2,990	.45	2,634	.45		
South Carolina	3,313	.63	3,841	.66	4,410	.66	3,472	.59		
South Dakota	2,131	.41	2,479	.43	2,395	.36	2,470	.42		
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	8,131	1.39		
Texas	28,066	5.35	30,433	5.24	38,457	5.78	32,574	5.57		
Utah	3,457	.66	4,713	.81	4,947	.74	4,616	.79		
Vermont	1,373	.26	1,908	.33	3,894	.59	3,273	.56		
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	7,675	1.31		
Washington	11,555	2.20	12,312	2.12	15,300	2.30	13,525	2.31		
West Virginia	4,296	.82	5,083	.88	5,698	.86	5,354	.92		
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	11,539	1.97		
Wyoming	906	.17	1,101	.19	1,057	.16	832	.14		
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	37,007	6.32		
Domestic Subtotal	524,[illegible]9	100%	580,721	100%	664,915	100%	585,360	100%		
Canada	24,756		24,580		35,706		25,079			
Other Exp. from U.S.	34,678		34,097		29,903		22,706			
Miscellaneous	1,120		852		6,118		2,268			
GRAND TOTAL	585,113		640,250		736,642		635,413			

HEARING INDUSTRIES ASSOCIATION HIA

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D	I.T.E. F	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D Modular	I.T.E. D Custom	I.T.E. F Modular	I.T.E. F Custom	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	63,546	34,574	6,514	56,748	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2	9,059	734	80,860	46,455	3,401	73,540	590	1,500	1,754	1,091	168,614	50,370	218,984
	3	8,713	641	80,584	43,546	3,481	82,153	569	180	1,909	2,596	176,840	47,532	224,372
	4													

D = Domestic Manufactured
F = Foreign Manufactured

M I S C E L L A N E O U S D A T A

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - 15,140,889.
1979 - 240,374 units - - - - 16,803,453.
1980 - 247,756 units - - - - 17,578,480.
1981 -
1982 -

2. Hearing Aid Parts (dollar value only)

1978 - 1,651,106
1979 - 1,725,803
1980 - 2,495,311
1981 -
1982 -

B. Vecerans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 -
1982 -

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1979 -	Eyeglass:	4,468	3,767	441	252	4,909	4,019
	Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
	In Ear:	124	297	-0-	-0-	124	297
	Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 -	Eyeglass:						
	Behind Ear:						
	In Ear:						
	Totals:						
1982 -	Eyeglass:						
	Behind Ear:						
	In Ear:						
	Totals:						

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981 Jan. - Sep.	1982
a. Maskers:	359	
b. Masker Aids:	350	

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981 Jan. - Sep.	1982
Europe:	3,494	
Middle East:	421	
Africa:	259	
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	2,688	
Japan:	2,910	
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	1,763	
Unallocated by the reporting companies:	11,171	
TOTAL:	22,706	

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CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	6,993	.92		
Alaska	514	.10	379	.07	578	.09	547	.07		
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	11,642	1.52		
Arkansas	3,873	.74	4,278	.74	5,058	.76	5,568	.72		
California	70,462	13.44	77,939	13.42	86,108	12.95	89,503	11.65		
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	14,480	1.88		
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	7,534	.98		
Delaware	1,213	.21	1,289	.22	1,308	.20	1,390	.18		
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28	2,013	.26		
Florida	28,390	5.41	32,362	5.57	40,716	6.12	48,804	6.35		
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	10,818	1.40		
Hawaii	1,104	.21	1,469	.25	1,450	.22	1,585	.21		
Idaho	2,829	.54	3,630	.63	4,001	.60	4,592	.60		
Illinois	24,728	4.71	23,813	4.10	28,519	4.29	32,265	4.20		
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	18,203	2.37		
Iowa	8,540	1.63	8,721	1.50	10,845	1.63	13,475	1.75		
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	8,657	1.13		
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	8,602	1.11		
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	8,355	1.09		
Maine	2,562	.49	3,083	.53	3,990	.60	3,834	.50		
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	10,481	1.36		
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	29,393	3.83		
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	32,483	4.23		
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	13,878	1.81		
Mississippi	2,713	.52	3,624	.62	3,890	.59	4,040	.53		
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	18,142	2.36		
Montana	1,767	.34	2,363	.41	3,340	.50	4,531	.59		
Nebraska	4,295	.82	4,762	.82	5,940	.89	8,319	1.08		
Nevada	1,625	.31	1,703	.29	1,966	.30	2,137	.28		
Sub Total	291,129	55.49	321,961	55.44	369,031	55.50	422,264	54.96		

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	2,297	.30		
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	15,057	1.96		
New Mexico	2,238	.43	2,315	.40	2,902	.44	3,794	.49		
New York	31,504	6.01	33,297	5.73	36,938	5.55	38,800	5.05		
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	9,253	1.20		
North Dakota	2,032	.39	2,549	.44	3,140	.47	3,393	.44		
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	27,571	3.59		
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	9,875	1.28		
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	19,066	2.48		
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97	45,201	5.88		
Rhode Island	2,875	.55	3,006	.52	2,990	.45	3,539	.46		
South Carolina	3,313	.63	3,841	.66	4,410	.66	4,541	.59		
South Dakota	2,131	.41	2,479	.43	2,395	.36	3,189	.42		
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	10,929	1.42		
Texas	28,066	5.35	30,433	5.24	38,457	5.78	42,209	5.49		
Utah	3,457	.66	4,713	.81	4,947	.74	6,039	.79		
Vermont	1,373	.26	1,908	.33	3,894	.59	4,202	.55		
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	10,208	1.33		
Washington	11,555	2.20	12,312	2.12	15,300	2.30	17,507	2.28		
West Virginia	4,296	.82	5,083	.88	5,698	.86	7,008	.92		
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	15,425	2.02		
Wyoming	906	.17	1,101	.19	1,057	.16	1,176	.15		
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	45,697	5.95		
Domestic Subtotal	524,559	100%	580,721	100%	664,915	100%	768,240	100%		
Canada	24,756		24,580		35,706		33,455			
Other Exp. from U.S.	34,678		34,097		29,903		30,025			
Miscellaneous	1,120		852		6,118		2,481			
GRAND TOTAL	585,113		640,250		736,642		834,201			

HEARING INDUSTRIES ASSOCIATION HIA

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D	I.T.E. F	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,164	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D Modular	I.T.E. D Custom	I.T.E. F Modular	I.T.E. F Custom	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	63,546	34,574	6,514	56,748	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2	9,059	734	80,860	46,455	3,401	73,540	590	1,500	1,754	1,091	168,614	50,370	218,984
	3	8,713	641	80,584	43,546	3,481	82,153	569	180	1,909	2,596	176,840	47,532	224,372
	4	9,132	503	71,975	31,923	2,728	76,640	1,262	93	1,466	3,066	161,941	36,847	198,788

D = Domestic Manufactured
F = Foreign Manufactured

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)
(THE 1981 FIGURES WILL BE AVAILABLE ON MARCH 1, 1982.
COPIES WILL BE MAILED TO ALL MEMBERS AND PARTICIPATING COMPANIES)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - 15,140,889.
1979 - 240,374 units - - - - 16,803,453.
1980 - 247,756 units - - - - 17,578,480.
1981 -
1982 -

2. Hearing Aid Parts (dollar value only)

1978 - 1,651,106
1979 - 1,725,803
1980 - 2,495,311
1981 -
1982 -

B. Veterans Administration
(THE 1981 FIGURES WILL BE AVAILABLE ON MARCH 1, 1982.
COPIES WILL BE MAILED TO ALL MEMBERS AND PARTICIPATING COMPANIES)

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 -
1982 -

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1979 - Eyeglass:	4,468	3,767	441	252	4,909	4,019
Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
In Ear:	124	297	-0-	-0-	124	297
Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 - Eyeglass:	3,295	3,048	414	350	3,709	3,398
Behind Ear:	4,357	6,047	999	794	5,356	6,841
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 - Eyeglass:	4,218	3,695	317	225	4,535	3,920
Behind Ear:	3,597	6,242	836	750	4,433	6,992
In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
Totals:	7,815	9,937	1,153	975	8,968	10,912
1982 - Eyeglass:						
Behind Ear:						
In Ear:						
Totals:						

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982
a. Maskers:	505	
b. Masker Aids:	469	

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982
Europe:	4,597	
Middle East:	515	
Africa:	345	
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	
Japan:	3,783	
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	
Unallocated by the reporting companies:	15,121	
TOTAL:	30,025	

HEARING INDUSTRIES ASSOCIATION HIA

PARTICIPATING COMPANIES - UNIT SALES (WHOLESALE BASIS - NEW) A5185-1

YEAR	1/4	AUDIOTONE	AUDIVOX	BELTONE	DAHLBERG	DANAVOX	DYNA-TONE	ELECTONE	FIDELITY	LEHR BOSCH	MAGNATONE	MAICO	MGD	OTICON	OTO-DYNE	QUALITONE	RADIOEAR	RCI	HRNG HLTH GRP	SIEMENS	STARKEY	TELEX	UNITRON	VANCO	VICON	WIDEX	ZENETRON	ACOUSTICON	NU-EAR	PHONIC EAR	PHILIPS	FINETONE	ARGOSY-REXTON	AUDIBEL	HEARING SERV.	FRYE ELECTRON
1978	1	X	X	X	X	X	X	X	X	X	X	X	X	1	1	X	X	X	X	1	X	X	X	X	1	X	1		3	3	3	3					
	2	X	X	X	X	X	X	X	3	X	1	X	X	1	1	X	X	1	X	1	X	X	X	X	1	X	1		1	1	1	3					
	3	X	X	X	X	X	3	X	3	X	1	X	*	1	1	X	X	1	X	1	X	X	X	X	1	X	1		1	1	1	3					
	4	X	X	X	3	X	3	X	3	X	1	X	*	1	1	X	X	1	X	1	X	X	X	X	1	X	1		1	1	1	3					
1979	1	X	X	X	1	X	3	1	3	X	1	X	*	1	1	X	X	1	X	1	X	X	X	1	1	X	1		1	1	1	X					
	2	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	1	X	1		1	1	1	X					
	3	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	1	X	1		1	1	1	X					
	4	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	1	X	1		1	1	1	X					
1980	1	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X					
	2	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X					
	3	X	1	X	1	X	3	1	3	X	1	X	*	1	1	1	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X					
	4	X	1	X	1	X	3	1	3	X	1	X	*	1	1	1	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X		3	3		
1981	1	X	1	X	1	X	3	1	3	X	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	X		1	X	3	
	2	X	1	X	1	X	3	1	3	X	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	X		1	X	X	
	3	X	1	X	1	X	3	1	3	X	3	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	X		1	X	X	
	4	X	1	X	1	X	3	1	3	3	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	3	X		1	X	X	X
1982	1	X	1	X	1	X	3	1	3	1	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	1	3	1	X	X	3
	2																																			
	3																																			
	4																																			

CODES X=MEMBER 1=NON-MEMBER 2=ESTIMATED 3=NO INPUT *=Merged w/other reporting member

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	6,993	.92	2,004	1.10
Alaska	514	.10	379	.07	578	.09	547	.07	154	.08
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	11,642	1.52	3,427	1.88
Arkansas	3,873	.74	4,278	.74	5,058	.76	5,568	.72	1,089	.59
California	70,462	13.44	77,939	13.42	86,108	12.95	89,503	11.65	23,593	12.93
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	14,480	1.88	3,125	1.72
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	7,534	.98	1,867	1.02
Delaware	1,213	.21	1,289	.22	1,308	.20	1,390	.18	301	.17
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28	2,013	.26	365	.20
Florida	28,390	5.41	32,362	5.57	40,716	6.12	48,804	6.35	14,238	7.81
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	10,818	1.40	2,531	1.39
Hawaii	1,104	.21	1,469	.25	1,450	.22	1,585	.21	340	.18
Idaho	2,829	.54	3,630	.63	4,001	.60	4,592	.60	1,095	.60
Iliinois	24,728	4.71	23,813	4.10	28,519	4.29	32,265	4.20	7,596	4.17
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	18,203	2.37	3,843	2.12
Iowa	8,540	1.63	8,721	1.50	10,845	1.63	13,475	1.75	3,130	1.72
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	8,657	1.13	1,942	1.06
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	8,602	1.11	2,086	1.14
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	8,355	1.09	2,744	1.50
Maine	2,562	.49	3,083	.53	3,990	.60	3,834	.50	733	.40
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	10,481	1.36	2,712	1.48
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	29,393	3.83	6,399	3.52
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	32,483	4.23	7,178	3.93
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	13,878	1.81	3,198	1.75
Mississippi	2,713	.52	3,624	.62	3,890	.59	4,040	.53	1,182	.64
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	18,142	2.36	3,961	2.17
Montana	1,767	.34	2,363	.41	3,340	.50	4,531	.59	1,039	.58
Nebraska	4,295	.82	4,762	.82	5,940	.89	8,319	1.08	2,235	1.22
Nevada	1,625	.31	1,703	.29	1,966	.30	2,137	.28	551	.30
Sub Total	291,129	55.49	321,961	55.44	369,031	55.50	422,264	54.96	104,658	57.37

CUMULATIVE YEAR-TO-DATE

UNIT SALES -- BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982 Jan.-Mar.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	2,297	.30	495	.27
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	15,057	1.96	3,536	1.95
New Mexico	2,238	.43	2,315	.40	2,902	.44	3,794	.49	1,012	.55
New York	31,504	6.01	33,297	5.73	36,938	5.55	38,800	5.05	9,227	5.07
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	9,253	1.20	2,392	1.32
North Dakota	2,032	.39	2,549	.44	3,140	.47	3,393	.44	785	.43
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	27,571	3.59	6,734	3.69
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	9,875	1.28	2,685	1.48
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	19,066	2.48	4,836	2.65
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97	45,201	5.88	9,849	5.40
Rhode Island	2,875	.55	3,006	.52	2,990	.45	3,539	.46	783	.43
South Carolina	3,313	.63	3,841	.66	4,410	.66	4,541	.59	1,090	.59
South Dakota	2,131	.41	2,479	.43	2,395	.36	3,189	.42	604	.34
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	10,929	1.42	2,793	1.53
Texas	28,066	5.35	30,433	5.24	38,457	5.78	42,209	5.49	10,455	5.75
Utah	3,457	.66	4,713	.81	4,947	.74	6,039	.79	1,699	.94
Vermont	1,373	.26	1,908	.33	3,894	.59	4,202	.55	909	.50
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	10,208	1.33	2,666	1.46
Washington	11,555	2.20	12,312	2.12	15,300	2.30	17,507	2.28	3,889	2.13
West Virginia	4,296	.82	5,083	.88	5,698	.86	7,008	.92	1,764	.98
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	15,425	2.02	3,434	1.88
Wyoming	906	.17	1,101	.19	1,057	.16	1,176	.15	276	.15
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	45,697	5.95	5,694	3.14
Domestic Subtotal	524,559	100%	580,721	100%	664,915	100%	768,240	100%	182,265	100%
Canada	24,756		24,580		35,706		33,455		7,963	
Other Exp. from U.S.	34,678		34,097		29,903		30,025		5,897	
Miscellaneous	1,120		852		6,118		2,481		672	
GRAND TOTAL	585,113		640,250		736,642		834,201		196,797	

M I S C E L L A N E O U S D A T A

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - 15,140,889.
1979 - 240,374 units - - - - 16,803,453.
1980 - 247,756 units - - - - 17,578,480.
1981 - 253,091 units - - - - 17,373,896.
1982 -

2. Hearing Aid Parts (dollar value only)

1978 - 1,651,106
1979 - 1,725,803
1980 - 2,495,311
198i - 3,029,171
1982 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 - 29,417
1982 -

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

	Type:	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1979 -	Eyeglass:	4,468	3,767	441	252	4,909	4,019
	Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
	In Ear:	124	297	-0-	-0-	124	297
	Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 -	Eyeglass:	4,218	3,695	317	225	4,535	3,920
	Behind Ear:	3,597	6,242	836	750	4,433	6,992
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,815	9,937	1,153	975	8,968	10,912
1982 -	Eyeglass:						
	Behind Ear:						
	In Ear:						
	Totals:						

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982 Jan. - Mar.
a. Maskers:	505	86
b. Masker Aids:	469	63

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982 Jan. - Mar.
Europe:	4,597	738
Middle East:	515	157
Africa:	345	52
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	614
Japan:	3,783	476
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	445
Unallocated by the reporting companies:	15,121	3,415
TOTAL:	30,025	5,897

INDUSTRIES ASSOCIATION HIA

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D	I.T.E. F	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,834	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D Modular	I.T.E. D Custom	I.T.E. F Modular	I.T.E. F Custom	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	63,546	34,574	6,514	56,748	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2	9,059	734	80,860	46,455	3,401	73,540	590	1,500	1,754	1,091	168,614	50,370	218,984
	3	8,713	641	80,584	43,546	3,481	82,153	569	180	1,909	2,596	176,840	47,532	224,372
	4	9,132	503	71,975	31,923	2,728	76,640	1,262	93	1,466	3,066	161,941	36,847	198,788

D = Domestic Manufactured
F = Foreign Manufactured

(over)

UNITS SOLD BY TYPE & ORIGIN (CONTINUED)

		EYEGLASS		B.T.E.		I.T.E.				CONV.		TOTALS		GT
		D	F	D	F	D		F		D	F	D	F	
						Modular	Custom	Modular	Custom					
1982	1	6,601	564	72,126	35,015	2,951	74,946	547	7	1,692	2,348	158,316	38,481	196,797
YEAR END TOTALS														

D = Domestic Manufactured
F = Foreign Manufactured

HEARING INDUSTRIES ASSOCIATION HIA

PARTICIPATING COMPANIES - UNIT SALES (WHOLESALE BASIS - NEW)

ASIBS - 1/1982

YEAR	1/4	AUDIOTONE	AUDIVOX	BELTONE	DAHLBERG	DANAVOX	DYNA-TONE	ELECTONE	FIDELITY	~~LEAR~~ BOSCH	MAGNATONE	MAICO	MGD	OTICON	OTO-DYNE	QUALITONE	RADIOEAR	RCI	HRNG HLTH GRP	SIEMENS	STARKEY	TELEX	UNITRON	VANCO	VICON	WIDEX	ZENETRON	BERNAFON (SXI)	ACOUSTICON	NU-EAR	PHONIC EAR	PHILIPS	FINETONE	ARGOSY-REXTON	AUDIBEL	HEARING SERV.	FRYE ELECTRON
1978	1	X	X	X	X	X	X	X	X	X	X	X	X	1	1	X	X	X	X	1	X	X	X	X	1	X	1		3	3	3	3						
	2	X	X	X	X	X	X	X	3	X	1	X	X	1	1	X	X	1	X	1	X	X	X	X	1	X	1		1	1	1	3						
	3	X	X	X	X	X	3	X	3	X	1	X	*	1	1	X	X	1	X	1	X	X	X	X	1	X	1		1	1	1	3						
	4	X	X	X	3	X	3	X	3	X	1	X	*	1	1	X	X	1	X	1	X	X	X	X	1	X	1		1	1	1	3						
1979	1	X	X	X	1	X	3	1	3	X	1	X	*	1	1	X	X	1	X	1	X	X	X	1	1	X	1		1	1	1	X						
	2	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	1	X	1		1	1	1	X						
	3	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	1	X	1		1	1	1	X						
	4	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	1	X	1		1	1	1	X						
1980	1	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X						
	2	X	1	X	1	X	3	1	3	X	1	X	*	1	1	X	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X						
	3	X	1	X	1	X	3	1	3	X	1	X	*	1	1	1	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X						
	4	X	1	X	1	X	3	1	3	X	1	X	*	1	1	1	1	1	X	1	X	X	X	1	3	X	1		1	1	1	X		3	3			
1981	1	X	1	X	1	X	3	1	3	X	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	X		1	X	3		
	2	X	1	X	1	X	3	1	3	X	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	X		1	X	X		
	3	X	1	X	1	X	3	1	3	X	3	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	X		1	X	X		
	4	X	1	X	1	X	3	1	3	3	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	3	X		1	X	X	X	
1982	1	X	1	X	1	X	3	1	3	1	1	X	*	X	1	1	1	1	3	1	X	X	X	1	3	X	1		1	1	1	1	3	1	X	X	3	
	2	X	1	X	1	X	3	1	3	1	1	X	*	X	1	1	1	X	3	1	X	X	X	1	3	X	1	1	1	1	1	1	3	1	X	X	3	
	3																																				
	4																																				

CODES X = MEMBER 1 = NON-MEMBER 2 = ESTIMATED 3 = NO INPUT *=Merged w/other reporting member

CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
Alabama	4,936	.94	5,619	.97	6,471	.97	6,993	.92	4,182	1.09
Alaska	514	.10	379	.07	578	.09	547	.07	392	.10
Arizona	8,254	1.57	10,081	1.74	9,712	1.46	11,642	1.52	6,450	1.69
Arkansas	3,873	.74	4,278	.74	5,058	.76	5,568	.72	2,575	.67
California	70,462	13.44	77,939	13.42	86,108	12.95	89,503	11.65	46,526	12.18
Colorado	6,553	1.25	7,623	1.31	10,196	1.53	14,480	1.88	5,995	1.57
Connecticut	6,578	1.25	8,611	1.48	7,528	1.13	7,534	.98	3,874	1.01
Delaware	1,213	.21	1,289	.22	1,308	.20	1,390	.18	720	.19
Wash. D.C.	2,073	.40	2,032	.35	1,847	.28	2,013	.26	891	.23
Florida	28,390	5.41	32,362	5.57	40,716	6.12	48,804	6.35	26,295	6.89
Georgia	8,079	1.54	8,598	1.48	9,626	1.45	10,818	1.40	5,308	1.39
Hawaii	1,104	.21	1,469	.25	1,450	.22	1,585	.21	680	.18
Idaho	2,829	.54	3,630	.63	4,001	.60	4,592	.60	2,407	.63
Illinois	24,728	4.71	23,813	4.10	28,519	4.29	32,265	4.20	15,487	4.05
Indiana	12,687	2.42	13,449	2.32	15,085	2.27	18,203	2.37	8,371	2.19
Iowa	8,540	1.63	8,721	1.50	10,845	1.63	13,475	1.75	7,244	1.90
Kansas	5,493	1.05	6,009	1.03	6,708	1.01	8,657	1.13	3,962	1.04
Kentucky	6,358	1.21	7,038	1.21	8,251	1.24	8,602	1.11	4,567	1.20
Louisiana	5,717	1.09	6,249	1.08	7,964	1.20	8,355	1.09	4,820	1.26
Maine	2,562	.49	3,083	.53	3,990	.60	3,834	.50	1,573	.41
Maryland	7,249	1.38	7,630	1.31	8,445	1.27	10,481	1.36	5,943	1.56
Massachusetts	15,737	3.00	23,779	4.10	25,333	3.81	29,393	3.83	13,715	3.59
Michigan	23,517	4.48	21,741	3.74	26,092	3.92	32,483	4.23	16,155	4.23
Minnesota	10,418	1.99	10,961	1.89	11,628	1.75	13,878	1.81	7,601	1.99
Mississippi	2,713	.52	3,624	.62	3,890	.59	4,040	.53	2,177	.57
Missouri	12,865	2.45	13,126	2.26	16,436	2.47	18,142	2.36	8,865	2.32
Montana	1,767	.34	2,363	.41	3,340	.50	4,531	.59	1,917	.50
Nebraska	4,295	.82	4,762	.82	5,940	.89	8,319	1.08	4,597	1.20
Nevada	1,625	.31	1,703	.29	1,966	.30	2,137	.28	1,124	.29
Sub Total	**291,129**	**55.49**	**321,961**	**55.44**	**369,031**	**55.50**	**422,264**	**54.96**	**214,413**	**56.12**

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CUMULATIVE YEAR-TO-DATE

UNIT SALES — BY STATES, DOMESTIC AND EXPORT

STATE	1978		1979		1980		1981		1982 Jan.-Jun.	
	#	%	#	%	#	%	#	%	#	%
New Hampshire	1,600	.30	2,295	.39	2,621	.39	2,297	.30	1,052	.28
New Jersey	13,218	2.52	13,036	2.24	14,165	2.13	15,057	1.96	8,150	2.13
New Mexico	2,238	.43	2,315	.40	2,902	.44	3,794	.49	2,067	.54
New York	31,504	6.01	33,297	5.73	36,938	5.55	38,800	5.05	20,518	5.37
North Carolina	7,482	1.43	8,563	1.47	8,709	1.31	9,253	1.20	5,079	1.33
North Dakota	2,032	.39	2,549	.44	3,140	.47	3,393	.44	1,552	.41
Ohio	20,565	3.92	22,172	3.82	24,285	3.65	27,571	3.59	14,687	3.84
Oklahoma	6,428	1.22	7,434	1.28	8,181	1.23	9,875	1.28	5,701	1.49
Oregon	12,948	2.47	13,101	2.26	15,604	2.35	19,066	2.48	10,338	2.71
Pennsylvania	26,741	5.10	31,345	5.40	39,693	5.97	45,201	5.88	21,641	5.66
Rhode Island	2,875	.55	3,006	.52	2,990	.45	3,539	.46	1,671	.44
South Carolina	3,313	.63	3,841	.66	4,410	.66	4,541	.59	2,359	.62
South Dakota	2,131	.41	2,479	.43	2,395	.36	3,189	.42	1,376	.36
Tennessee	7,506	1.43	7,756	1.34	8,421	1.27	10,929	1.42	5,996	1.57
Texas	28,066	5.35	30,433	5.24	38,457	5.78	42,209	5.49	21,276	5.57
Utah	3,457	.66	4,713	.81	4,947	.74	6,039	.79	3,570	.93
Vermont	1,373	.26	1,908	.33	3,894	.59	4,202	.55	2,107	.55
Virginia	7,116	1.36	8,381	1.44	9,679	1.46	10,208	1.33	5,506	1.44
Washington	11,555	2.20	12,312	2.12	15,300	2.30	17,507	2.28	7,918	2.07
West Virginia	4,296	.82	5,083	.88	5,698	.86	7,008	.92	3,522	.92
Wisconsin	12,052	2.30	12,221	2.10	13,619	2.05	15,425	2.02	7,703	2.02
Wyoming	906	.17	1,101	.19	1,057	.16	1,176	.15	687	.18
Govt. (US,VA,State)	24,028	4.58	29,419	5.07	28,779	4.33	45,697	5.95	13,182	3.45
Domestic Subtotal	**524,559**	**100%**	**580,721**	**100%**	**664,915**	**100%**	**768,240**	**100%**	**382,071**	**100%**
Canada	24,756		24,580		35,706		33,455		15,326	
Other Exp. from U.S.	34,678		34,097		29,903		30,025		15,077	
Miscellaneous	1,120		852		6,118		2,481		902	
GRAND TOTAL	**585,113**		**640,250**		**736,642**		**834,201**		**413,376**	

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value

1978 - 239,221 units - - - - 15,140,889.
1979 - 240,374 units - - - - 16,803,453.
1980 - 247,756 units - - - - 17,578,480.
1981 - 253,091 units - - - - 17,373,896.
1982 -

2. Hearing Aid Parts (dollar value only)

1978 - 1,651,106
1979 - 1,725,803
1980 - 2,495,311
1981 - 3,029,171
1982 -

B. Veterans Administration

Hearing aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center (By fiscal year, i.e., FY 1978 was 10/01/77 thru 09/30/78).

1978 - 17,823
1979 - 19,638
1980 - 24,142
1981 - 29,417
1982 -

MISCELLANEOUS DATA (continued)

C. CROSS - BICROS By Type (Participants)

		DOMESTIC MFG.		FOREIGN MFG.		TOTALS	
	Type:	CROS	BICROS	CROS	BICROS	CROS	BICROS
1979 -	Eyeglass:	4,468	3,767	441	252	4,909	4,019
	Behind Ear:	6,468	4,114	1,019	1,444	7,482	5,558
	In Ear:	124	297	-0-	-0-	124	297
	Totals:	11,055	8,178	1,460	1,696	12,515	9,874
1980 -	Eyeglass:	3,295	3,048	414	350	3,709	3,398
	Behind Ear:	4,357	6,047	999	794	5,356	6,841
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,652	9,095	1,413	1,144	9,065	10,239
1981 -	Eyeglass:	4,218	3,695	317	225	4,535	3,920
	Behind Ear:	3,597	6,242	836	750	4,433	6,992
	In Ear:	-0-	-0-	-0-	-0-	-0-	-0-
	Totals:	7,815	9,937	1,153	975	8,968	10,912
1982 -	Eyeglass:						
	Behind Ear:						
	In Ear:						
	Totals:						

MISCELLANEOUS DATA (continued)

D. TINNITUS MASKERS (Net shipments of number of units)

	1981	1982 Jan. - Jun.
a. Maskers:	505	187
b. Masker Aids:	469	217

E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION

	1981	1982 Jan. - Jun.
Europe:	4,597	2,617
Middle East:	515	234
Africa:	345	121
Central & South America (including Puerto Rico, Virgin Islands, Bermuda, and other nearby geographical areas):	3,576	1,312
Japan:	3,783	2,100
Southeast Asia (including Australia, New Zealand, Philippines, Guam & other nearby geographical areas):	2,088	1,328
Unallocated by the reporting companies:	15,121	7,365
TOTAL:	30,025	**15,077**

INDUSTRIES ASSOCIATION HIA

UNITS SOLD BY TYPE & ORIGIN

YEAR	1/4	EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D	I.T.E. F	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1978	1	10,716	1,239	50,189	22,398	33,276	89	3,262	2,539	97,443	26,265	123,708
	2	12,880	3,442	58,095	27,018	47,412	1,803	3,626	2,174	122,013	34,437	156,450
	3	11,510	4,258	61,629	32,235	48,803	1,864	3,345	2,558	125,287	40,915	166,202
	4	8,884	3,505	50,906	29,632	38,225	2,556	2,898	2,147	100,913	37,840	138,753
1979	1	9,928	1,009	57,138	24,852	42,023	2,940	2,095	2,473	111,184	31,274	142,458
	2	10,568	967	60,505	33,555	47,733	209	2,543	2,812	121,349	37,543	158,892
	3	11,177	1,274	64,597	37,447	47,046	1,135	3,312	2,8.4	126,132	42,690	168,822
	4	10,355	977	62,814	38,144	51,934	904	2,336	2,614	127,439	42,639	170,078

		EYEGLASS D	EYEGLASS F	B.T.E. D	B.T.E. F	I.T.E. D Modular	I.T.E. D Custom	I.T.E. F Modular	I.T.E. F Custom	CONV. D	CONV. F	TOTALS D	TOTALS F	TOTALS GT
1980	1	8,655	881	63,452	33,859	3,246	46,660	483	-0-	2,613	2,584	124,626	37,807	162,433
	2	9,599	1,140	*63,546*	34,574	6,514	*56,748*	1,990	-0-	2,578	2,699	138,985	40,403	179,388
	3	9,207	574	75,243	41,321	5,013	61,530	692	124	2,435	2,791	153,428	45,502	198,930
	4	8,596	679	74,163	42,171	4,354	60,685	572	102	1,844	2,725	149,642	46,249	195,891
1981	1	8,160	633	70,738	38,962	3,615	64,891	447	195	2,262	2,154	149,666	42,391	192,057
	2	9,059	734	80,860	46,455	3,401	73,540	590	1,500	1,754	1,091	168,614	50,370	218,984
	3	8,713	641	80,584	43,546	3,481	82,153	569	180	1,909	2,596	176,840	47,532	224,372
	4	9,132	503	71,975	31,923	2,728	76,640	1,262	93	1,466	3,066	161,941	36,847	198,788

D = Domestic Manufactured
F = Foreign Manufactured

(over)

UNITS SOLD BY TYPE & ORIGIN (CONTINUED)

		EYEGLASS		B.T.E.		I.T.E.				CONV.		TOTALS		GT
		D	F	D	F	D		F		D	F	D	F	
						Modular	Custom	Modular	Custom					
1982	1	6,601	564	72,126	35,015	2,951	74,946	547	7	1,692	2,348	158,316	38,481	196,797
		8,192	545	75,487	38,326	2,599	86,635	312	603	1,984	1,896	174,897	41,682	216,579
YEAR END TOTALS														

D = Domestic Manufactured
F = Foreign Manufactured